



NOTICE OF JOB OPENING

DATE: **SEPTEMBER 2007**

POSITION: **ACCOUNT EXECUTIVE**

DEPARTMENT: **KCBS2/KCAL9**

CBS2 TELEVISION / KCAL 9 TELEVISION, A TV STATION DUOPOLY IN SOUTHERN CALIFORNIA, IS EXPANDING IT'S ONLINE INITIATIVES AND IS CURRENTLY SEEKING AN OUTSIDE, DIGITAL MEDIA, ADVERTISING ACCOUNT EXECUTIVE. EXPERIENCE IN THE ONLINE OR TV ADVERTISING SPACE IS PREFERRED.

JOB FUNCTION:

- SELL LOCAL (LOS ANGELES) DUOPOLY WEBSITE, THROUGH ADVERTISING SOLUTIONS, INCLUDING CUSTOM-BUILT PRESENTATIONS FOR A TARGET CUSTOMER.
- MANAGE RELATIONSHIPS AND GROW REVENUE WITH NEW AND EXISTING CUSTOMERS.
- CREATE A STRATEGIC SALES PLAN FOR SPECIFIC CUSTOMERS AND CONSISTENTLY DEVELOP NEW OPPORTUNITIES.
- BUILD AND MAINTAIN STRONG KNOWLEDGE OF DUOPOLY WEBSITE PRODUCTS AND TECHNOLOGY.
- RESEARCH, POSITION AND BRAND CBS2/KCAL9.COM TO BUYERS, PLANNERS, PRINCIPLES AND DIRECT CLIENTS.
- CULTIVATE NEW RELATIONSHIPS AT ALL LEVELS OF DIRECT CLIENTS AND ONLINE AGENCIES.
- TRACK ALL REGIONAL OR LOCAL REVENUE.
- WORK CLOSELY WITH INTERNAL CONSTITUENTS IN A TEAM SALES ENVIRONMENT.
- KEEP CURRENT WITH ALL ADMINISTRATIVE DUTIES.
- ABLE TO KEEP UP WITH FAST-PACED ENVIRONMENT.
- MUST POSSESS A VALID CA DRIVERS LICENSE.

MANDATORY SKILLS/EXPERIENCE REQUIRED:

- PRIOR TV, RADIO, CABLE, PRINT OR ONLINE SALES EXPERIENCE.
- EXCELLENT WRITTEN AND VERBAL SKILLS
- MUST BE DETAIL ORIENTED.

EDUCATIONAL REQUIREMENTS:

- COLLEGE DEGREE PREFERRED.

REFERRAL INSTRUCTIONS:

PLEASE GO TO WEBSITE WWW.CBS2.COM

ABSOLUTELY No PHONE CALLS.

"IT IS THE CONTINUING POLICY OF CBS TO AFFORD EQUAL OPPORTUNITY TO QUALIFIED INDIVIDUALS REGARDLESS OF THEIR RACE, COLOR, RELIGION, SEX, OR SEXUAL PREFERENCE, NATIONAL ORIGIN, AGE OR PHYSICAL OR MENTAL DISABILITY, VETERAN OR DISABLED VETERAN STATUS, AND TO CONFORM TO APPLICABLE LAWS AND REGULATIONS. WE SOLICIT YOUR ASSISTANCE ON THESE OPENINGS AND FUTURE OPENINGS."

Serrano, Maggie

From: Serrano, Maggie
Sent: Thursday, September 06, 2007 4:14 PM
To: 'LaFern Watkins'
Subject: RE: Delete jobs after date

Hi LaFern,

Can you please delete the job I have highlighted in red and keep all others open? Thanks for checking!!

M

From: LaFern Watkins [mailto:LaFern@scba.com]
Sent: Thursday, September 06, 2007 3:16 PM
To: Serrano, Maggie
Subject: Delete jobs after date

Hi, Maggie,
Below are the positions I have posted for KCBS2/KCAL9 which will be deleted after the deadline date unless otherwise specified.
Thank you!
LaFern

Finance & Accounting: MANAGER, ACCOUNTS PAYABLE, KCBS2/KCAL9 : Manage Accounts Payable Department in a fast paced, deadline driven, multi -task environment. Previous accounts payable supervisory experience. Previous experience working with P&L and Balance Sheet accounts. Working knowledge of GAAP. Ability to supervise and motivate the accounts payable staff. Challenged to work in a fast-paced, high volume, deadline-driven environment. Excellent analytical, organizational, communication and interpersonal skills. Highly motivated to learn new skills and ability to work well under pressure. Attention to detail, accuracy and excellent follow-through very important. Education: Bachelor's degree in accounting required. Minimum 3 years experience related to automated accounts payable systems and general accounting. Proficient in Excel, Word and Microsoft Outlook. Oracle experience preferred. No Calls Please! Submit Cover Letter, resume, and Salary History should be Faxed To: **ATTN: SUPERVISOR, KCBS2/KCAL9 -TV, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604 FAX: 818 655-2664 SUBMITTED:08/22 EOE DEADLINE:09/28/07**

Production: DESIGNER/3D ANIMATOR, KCBS2/KCAL9 : Create high-end 2D and 3D motion graphics for a variety of TV projects and assist in the supervision of animation staff. Sr. Designer/Animation Manager Functions Create high-end 2D & 3D motion graphics for a variety of television projects. Work with managers and producers to develop and execute projects servicing news, sports, promotion and sales. Train designers on animation software when necessary. Work with engineering and vendors on field-level maintenance of systems and software. Maintain archival database of graphics and animation projects and elements. Proven experience and animation samples at network level production quality. Hands-on facility with current design and animation technologies and software. Ability to manage multiple projects under extreme deadline pressure. Formal design training plus minimum 5 years TV animation experience. Team player and positive attitude a must. IATSE membership required. Expert with After Effects, Photoshop, Illustrator, Final Cut Pro and Cinema 4D (or equivalent 3D programs). Skilled in VizRT a Plus. No Calls Please! Submit resume, and DVD/Web-link To: Opetersen@cbs.com **ATTN: SUPERVISOR, KCBS2/KCAL9 -TV, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604 EMAIL: OPETERSEN@CBS.COM SUBMITTED:08/22 EOE DEADLINE:09/28/07**

Administrative/Clerical: ASSISTANT, SALES, KCBS2/KCAL9 : Sales assistant to two account executives Assist account executives by preparing paperwork; coordinate all related details in connection with the selling of airtime Provide sales assistance to sales management as needed Act as a liaison between client and account executives Enter sales orders into the IBS system Supply client with spot times as needed Contact client for approval of makegood and pre-emptions as needed Assist account executives with clearing of billing discrepancies & preparing all needed paperwork Perform some secretarial duties. Mandatory Skills Attention to detail and accuracy very important Standard secretarial skills with emphasis on good and accurate typing Proficient in Microsoft Word, Excel & PowerPoint preferred Excellent organizational skills Ability to work well under pressure Ability to deal with people directly or via phone Strong people skills required. Educational Requirements College or equivalent in experience required. Absolutely NO phone calls! ATTN: SUPERVISOR, KCBS2/KCAL9 -TV, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604 FAX: 818 655-2671 SUBMITTED:08/23 EOE DEADLINE:09/28/07

Administrative/Clerical: ASSISTANT, SALES- NEW BUSINESS, KCBS2/KCAL9: Specific Functions Sales assistant to two account executives Assist account executives by preparing paperwork; coordinate all related details in connection with the selling of airtime Provide sales assistance to sales management as needed Act as a liaison between client and account executives Enter sales orders into the IBS system Assist in gathering credit information on new advertisers/agencies Processing all checks received to credit managers as related to cash in advance clients Supply client with spot times as needed Contact client for approval of makegood and pre-emptions as needed Assist account executives with clearing of billing discrepancies & preparing all needed paperwork Perform some secretarial duties Mandatory Skills Attention to detail and accuracy very important Standard secretarial skills with emphasis on good and accurate typing Proficient in Microsoft Word, Excel & PowerPoint preferred Excellent organizational skills Ability to work well under pressure Ability to deal with people directly or via phone Strong people skills required Educational Requirements College or equivalent in experience required. Absolutely NO phone calls! ATTN: SUPERVISOR, KCBS2/KCAL9 -TV, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604 FAX: 818 655-2671 SUBMITTED:08/23 EOE DEADLINE:09/28/07

Finance/Accounting: GL ACCOUNTANT/ AP COORDINATOR, KCBS2/KCAL9 : PREVIOUS EXPERIENCE WORKING WITH P&L AND BALANCE SHEET ACCOUNTS WORKING KNOWLEDGE OF GAAP CHALLENGED TO WORK IN A FAST-PACED, HIGH VOLUME, DEADLINE-DRIVEN ENVIRONMENT. EXCELLENT ANALYTICAL, ORGANIZATIONAL, COMMUNICATION AND INTERPERSONAL SKILLS. HIGHLY MOTIVATED TO LEARN NEW SKILLS AND ABILITY TO WORK WELL UNDER PRESSURE. ATTENTION TO DETAIL, ACCURACY AND EXCELLENT FOLLOW-THROUGH VERY IMPORTANT. EDUCATION: ACCOUNTING EDUCATION UNITS REQUIRED. EXPERIENCE IN AUTOMATED ACCOUNTS PAYABLE SYSTEMS AND GENERAL ACCOUNTING. PROFICIENT IN EXCEL, WORD AND MICROSOFT OUTLOOK. ORACLE EXPERIENCE PREFERRED. SUBMIT COVER LETTER, RESUME, AND SALARY HISTORY SHOULD BE FAXED. ABSOLUTELY NO PHONE CALLS. ATTN: SUPERVISOR, KCBS2/KCAL9 -TV, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604 FAX: 818 655-2664 SUBMITTED:08/23 EOE DEADLINE:09/28/07

On Air: ON AIR TALENT, KCBS2/KCAL9 : MANDATORY SKILLS/EXPERIENCE REQUIRED: REPORT LIVE AND ON TAPE, SCRIPTED AND UNSCRIPTED, WITH CLARITY, ACCURACY AND CONFIDENCE. COLLABORATE EFFECTIVELY WITH A WIDE RANGE OF PERSONNEL TO CREATE COMPELLING CONTENT. MAINTAIN A STEADFAST COMMITMENT TO ACCURACY AND FAIRNESS. WRITE CLEARLY AND INTERESTINGLY AND USE VIDEO AND GRAPHICS TO ILLUSTRATE FACTS AND IDEAS IN THE STORY. STRONG LIVE SHOT SKILLS A MUST. GENERATE STORY IDEAS AND PARTICIPATE IN EDITORIAL MEETINGS. APPEAR AT PUBLIC AND STATION EVENTS, AS REQUIRED. THREE YEARS' EXPERIENCE ON AIR, PREFERABLY IN A TOP 20 MARKET. OTHER DUTIES AS ASSIGNED. EDUCATIONAL REQUIREMENTS: COLLEGE DEGREE REQUIRED OR

EQUIVALENT EXPERIENCE REFERRAL INSTRUCTIONS: SUBMIT COVER LETTER, RESUME, AND SALARY HISTORY SHOULD BE MAILED. Absolutely NO phone calls! ATTN: NANCY BAUER GONZALES, KCBS2/KCAL9 -TV, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604 SUBMITTED:08/23 EOE DEADLINE:09/28/07

Production: PRODUCER, NEWSCAST, KCBS2/KCAL9 : CBS2, KCAL9 News has an opening for a Newscast Producer who will be responsible for all elements of the newscast to which assigned. This position manages and supervises reporters, writers and the personnel assigned to the newscast, as well as decides order of stories and amount of time allotted for each story. The Producer will provide input and approval for scheduling of personnel assigned to the newscast. It is necessary for the qualified candidate to have expert news judgment, must be an avid consumer and researcher of all news from all sources, must have superior writing skills, must be able to delegate, must have management skills, must be multi-task oriented and well organized. Applicant must also possess extensive control room experience in producing newscasts, which incorporate live breaking news, as well as ability to produce major, extended, breaking news coverage. At least two years news producing experience in a major TV market required. If you are interested in this position and meet the above requirements, please mail cover letter and resume. Absolutely NO phone calls! **ATTN: MR. PAUL BUTTON , KCBS2/KCAL9 -TV, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604 SUBMITTED:08/23 EOE DEADLINE:09/28/07**

Production: PRODUCER, ONLINE NEWS, KCBS2/KCAL9 : Duties include writing and editing text taken from scripts and wires, cutting and posting streamed video, optimizing imagery, creating slideshows and adapting other TV material for the Web. Producer will also be responsible for working with third-party content from a variety of feeds and providers and integrating it into the site to fit our local audience. Managing user-generated content in all areas of the site is another daily responsibility. Ability to work with TV new staff to develop online components for on-air stories is a key part of the daily content workflow. Requirements: Bachelor's degree and minimum two-years online news experience preferable. Experience with online station networks such as Internet Broadcast Systems, World Now, and local news web sites is helpful. Applicants **MUST** be strong writers with a good portfolio of news writing and/or producing. Additional skills in the area of design and basic web production (HTML) are a plus but are not required. Physical demands: Must be able to sit at desk for long periods of time and operate keyboard. Please submit resume to **ATTN: ERIK OGINSKI, MANAGING ONLINE PRODUCER, KCBS2/KCAL9 -TV, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604 EMAIL: EPOGINSKI@CBS.COM. SUBMITTED:08/23 EOE DEADLINE:09/28/07**

Sales & Management: ACCOUNT EXECUTIVE, DIGITAL MEDIA ADVERTISING , KCBS2/KCAL9 : Sell local (Los Angeles) duopoly website, through advertising solutions, including custom-built presentations for a target customer. Manage relationships and grow revenue with new and existing customers. Create a strategic sales plan for specific customers and consistently develop new opportunities. Build and maintain strong knowledge of duopoly website products and technology. Research, position and brand cbs2/kcal9.com to buyers, planners, principles and direct clients. Cultivate new relationships at all levels of direct clients and online agencies. Track all regional or local revenue. Work closely with internal constituents in a team sales environment. Absolutely NO phone calls! **ATTN: J. SHAW, KCBS2/KCAL9 -TV, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604 EMAIL:JSHAW@CBS.COM SUBMITTED:08/23 EOE DEADLINE:09/28/07**



Sales & Management: ACCOUNT EXECUTIVE - NEW BUSINESS, KCBS2/KCAL9-TV: Develop accounts that are new to KCBS/KCAL television or duopoly website. Develop presentations through research-generated information. Represent station or stations, as well as website to clients in a professional manner. Produce sales equal to or exceeding established budgets. Continually prospect, develop and maintain new accounts. Develop new ways of cold calling or networking for leads. Must be a team player and able to handle multiple projects at once. Have a working knowledge of other industries. Have a proven track record of past selling skills.

Communicate daily with sales management on all activities. Keep current with all administrative duties. Able to keep up with fast-paced environment. Must possess a valid CA Drivers License. Mandatory Skills/Experience Required: Prior TV, radio, cable, print or online sales experience. Excellent written and verbal skills. Successful track record of prospecting and cold calling. Strong marketing, presentation and closing skills. Must be detail oriented. College degree preferred. Absolutely No Phone Calls. Submit Cover Letter and resume via Fax To: **ATTN: SUPERVISOR, CBS STUDIO CENTER, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604 FAX: 818 655-2671 SUBMITTED:08/22 EOE DEADLINE:09/28/07**

Production: DIRECTOR, TECHNICAL, KCBS2/KCAL9-TV: Experience as a technical director switching "live" news in a major market; audio mixer and robotic operator. Knowledge of switchers, dve's, stillstore devices and dnf-profiles necessary. Knowledge of the sony 8000a switcher, cambotics (robotic system) and studer audio board is a plus. The successful candidates must have excellent control room demeanor, leadership and communication skills. Qualified applicants must have the ability to handle pressure of breaking news. Individuals must be flexible with regards to working hours, work weekends or any shift in a 24 hour time period. Educational Requirements: College education preferred in telecommunications. Absolutely NO phone calls! Referral Instructions: Submit Cover Letter, resume, and Salary History Via Fax To: **ATTN: SUPERVISOR, CBS STUDIO CENTER, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604 FAX: (818) 655-2687 SUBMITTED:09/06 EOE DEADLINE:10/06/07**

We Moved! Our New Address:

LaFern Watkins

Director of Community Affairs

Southern California Broadcasters Association

1849 Sawtelle Blvd., #543, Los Angeles, CA 90025

Direct Line: 310.444.1431 Fax: 310.444.1463

<http://www.scba.com>

<http://www.awrtsocal.org>

-----Original Message-----

From: Serrano, Maggie [mailto:mserrano@cbs.com]

Sent: Thursday, September 06, 2007 9:53 AM

To: AAEDE; Aguilar, Alexandra; Banas, Stella; Bloom, Cynde L; Burt, Julia A; Cody, Francine; Damron, Ron; Ewing, Geri; LaPaix, Sonia; Larson, Carl; Markowski, Lois E; Marrero, Paul; Mitzel, Kathy; Ouellette, Ann R; Pringle, Randy; Remington, Lynn K; Schenkel, Donna J; Teichmann, Jill K; Teran, Pam E; Velez, Vonne D; Website Contact; WEHO; Williams, Keisha R (WUPA); Zimmerman, Robin L; Zirpola, Janet

Cc: lafern@scba.com

Subject: Job Post - Technical Director

Please post the attached position at your station. Thank you for your help.

M

Maggie Serrano

Payroll/HR Manager



CBS 2/KCAL 9
CBS Studio Center
4200 Radford Avenue
Studio City, CA 91604
(818) 655-2024 Tel
(818) 655-2666 Fax

mserrano@cbs.com

Serrano, Maggie

From: Serrano, Maggie
Sent: Tuesday, July 10, 2007 1:08 PM
To: 'LaFern Watkins'
Subject: RE: Job Posting

Hi Lafern,

 Can you please repost? Thank you. M

From: LaFern Watkins [mailto:LaFern@scba.com]
Sent: Monday, July 09, 2007 10:25 AM
To: Serrano, Maggie
Subject: RE: Job Posting

Hi Maggie,
It was posted June but was deleted 6/28/07. Let me know if you want it opened ended or delete it after three weeks.
Posting for your files attached.
Thank you!

Sales & Management

ACCOUNT EXECUTIVE- NEW BUSINESS

KCBS-TV / KCAL-TV

Develop accounts that are new to KCBS/KCAL television or duopoly website. Develop presentations through research-generated information. Represent station or stations, as well as website to clients in a professional manner. Produce sales equal to or exceeding established budgets. Continually prospect, develop and maintain new accounts. Develop new ways of cold calling or networking for leads. Must be a team player and able to handle multiple projects at once. Have a working knowledge of other industries. Have a proven track record of past selling skills. Communicate daily with sales management on all activities. Keep current with all administrative duties. Able to keep up with fast-paced environment. Mandatory Skills/Experience Required: Prior TV, radio, cable, print or online sales experience. Excellent written and verbal skills. Successful track record of prospecting and cold calling. Strong marketing, presentation and closing skills. Must be detail oriented. Educational Requirements: College degree preferred. No Phone Calls. Submit Cover Letter and resume via Fax To:
Supervisor, FAX: 818 655-2671

Submitted: 06/07 EOE Deadline: 06/28/07

-----Original Message-----

From: Serrano, Maggie [mailto:mserrano@cbs.com]
Sent: Monday, July 02, 2007 5:06 PM
To: lafern@scba.com
Subject: FW: Job Posting

Hi Lafern,

Can you please double-check this request....I haven't seen the posting and wondered if you can post for us. Thank you!!

M

From: Serrano, Maggie
Sent: Monday, June 11, 2007 3:50 PM
To: 'lafern@scba.com'
Subject: Job Posting

Hi Lafern,

When you get a chance please post the attached job in your next bulletin. Thank you!!

4/14/2009

M

Maggie Serrano
Payroll/HR Manager



CBS 2/KCAL 9
CBS Studio Center
4200 Radford Avenue
Studio City, CA 91604
(818) 655-2024 Tel
(818) 655-2666 Fax

mserrano@cbs.com

4/14/2009



Southern California Broadcasters Association- JOB ALERT BULLETIN WEEK OF SEPTEMBER 26, 2007

The stations participating in EEO Job Alert Bulletin are located at www.scba.com. The list includes stations that may not have a job listed in this bulletin, but are still participants in our program. These stations will accept resumes.

Sales & Management

MANAGER, GENERAL SALES (FT) CLEAR CHANNEL SAN DIEGO

This position is responsible for developing and achieving station revenue goals and for recruiting, training and motivating Account Executives. Must have ability to motivate and lead different personalities, ability to identify talent and manage a diverse range of skill levels. Major market radio sales experience with both agency and direct/retail clients required. The ideal candidate will possess strong analytical skills with outstanding verbal and written communication skills; ability to handle multiple priorities, projects; and ability to cultivate and grow relationships within the media community. Minimum of five (5) years sales experience in the broadcast industry; management experience is preferred. Must have computer skills including, but not limited to, Excel, Power Point and Word. High School or Equivalent Required/College Degree Preferred. Clear Channel Job Site: san-diego.clearchannel.com

Human Resources Job Ref: #AE1607-03, 9660 Granite Ridge Drive, San Diego, CA 92117 FAX: 858-522-5708 - OR -EMAIL givemeajob@clearchannel.com

Submitted: 09/18 EOE Deadline: 10/11/07

Sales & Management

ACCOUNT EXECUTIVE (FT) HI-FAVOR BROADCASTING

Radio Nueva Vida/Hi-Favor Broadcasting Wanted: Energetic and Positive-Thinking Account Executives. Sales experience preferred. Bi-lingual preferred but not required. We are looking for motivated people for outside sales in the Los Angeles and/or San Bernardino territories. Need good computer skills, good driving record, and professional attitude.

Sergio Martinez, General Sales Manager, Hi-Favor Broadcasting, 136 S. Oak Knoll Ave. Ste 200 Pasadena, CA 91101 FAX: 626-795-9185 EMAIL: smartinez@nuevavida.com

Submitted: 09/12 EOE Deadline: 12/28/07

Sales & Management

ACCOUNT EXECUTIVE, DIGITAL MEDIA ADVERTISING KCBS2/KCAL9

Sell local (Los Angeles) radio and television advertising solutions, including custom-tailored promotions for a target customer. Manage relationships and grow revenue with new and existing customers. Create a strategic sales plan for specific customers and consistently develop new opportunities. Build and maintain strong knowledge of duopoly website products and technology. Research, position and brand kbs2/kcal9.com to buyers, planners, agencies and direct clients. Cultivate new relationships at all levels of target clients and online agencies. Track all regional or local advertising closely with internal constituents in a team sales environment. Absolutely NO phone calls! J. Shaw,

KCBS2/KCAL9-TV, 200 Harvard Avenue, Studio City, CA 91604 EMAIL: jshaw@kbs2.com Submitted: 08/23 EOE Deadline: 09/28/07

Sales & Management

ACCOUNT EXECUTIVE - NEWS BUSINESS KCBS2/KCAL9-TV

Develop accounts and increase KCBS/KCAL television and duopoly website. Develop and promote through research-generated information. Represent station on radio, as well as website to clients in a professional manner. Budgets equal to or exceeding established budgets. Continually develop and maintain new accounts. Develop new ways to grow or networking for leads. Must be a team player and able to complete projects at once. Have a working knowledge of other broadcast media. Have a proven track record of past selling skills. Communication skills essential for management on all activities. Keep current with all advertising rates. Able to keep up with fast-paced environment. Must possess valid CA Drivers License. Mandatory Skills/Experience: 2-5 years TV, radio, cable, print or online sales experience. Excellent written and verbal skills. Success in track record of prospecting and sales. Strong marketing, presentation and closing skills. Must be college graduate. College degree preferred. Absolutely No Phone Calls. Submit resume and resume via Fax To: Supervisor, CBS Studio Center, 3601 Harvard Avenue, Studio City, CA 91604 FAX: 818 655-2672 Submitted: 08/22 EOE Deadline: 09/28/07

Sales & Management

ACCOUNT EXECUTIVE KDAY

KDAY 93.5 FM, Los Angeles. Junior AE's with stellar negotiation power and a fierce desire for success wanted to develop new business. Excellent written, communications & computer skills required. Please email all resumes to:

Carolyn Carey, 5055 Wilshire Blvd. #720, Los Angeles, CA 90048 EMAIL: ccarey@935kday.com

Submitted: 07/19 EOE Deadline: On going

Sales & Management

ACCOUNT EXECUTIVE KDOC-TV

KDOC-TV, Orange County's classic television station is looking for eager and energetic account executives. From rookies to senior staff - we want the best. If you have the enthusiasm to develop your skills and love to work with people, we want to talk to you. No phone calls please. Fax resumes, email or send resumes to:

Human Resources KDOC-TV, 625 N. Grand Ave., Santa Ana, CA 92701 FAX: 949-8261-5956 EMAIL: choward@kdoc.tv

Submitted: 09/26 EOE Deadline: 10/26/07

Sales & Management

ACCOUNT EXECUTIVE KEZN

2 years + outside sales experience, college educated, self-motivated, team player, focused, driven, goal-oriented, time management skills, organized and have the desire to succeed in radio sales. APPLY ONLINE AT <http://www.ez103.com/pages/122113.php>

KEZN, Human Resources, 900 E. Washington St #315, Colton CA 92324 Apply Online: <http://www.ez103.com/pages/122113.php>

Submitted: 07/07 EOE Deadline: 12/31/2007

Sales & Management

MANAGER, ONLINE SALES

KFI-AM & CLEAR CHANNEL OMR

Responsible for maximizing all non-spot revenue opportunities to include: online, text, email and sponsorships for Clear Channel Radio LA. This position will not compete through direct sales, but will work directly with Sales Management and directly with the AE'S. This position requires a combination of online sales/marketing experience. Requirements:

Strong background in online marketing technologies; including streaming, search, e-commerce, broadband media and e-mail marketing technologies. Understanding of online metrics. 2+ years of sales/marketing experience with a passion for online and multi media advertising. Broadcast sales experience is beneficial, but not critical. NO PHONE CALLS PLEASE.

Human Resources, Clear Channel Radio, 3400 W Olive Ave Ste 550 Burbank CA 91505 FAX: 818-729-2509 EMAIL: LAHR@clearchannel.com

Submitted: 07/09 EOE Deadline: 12/28/07

Sales & Management

ACCOUNT EXECUTIVE KFMB AM

KFMB-AM 760 Radio - San Diego's Talk Station - is searching for an advertising Account Executive. Candidates must possess excellent communication and client service skills. 2-5 years broadcast sales experience required. Experience selling News/Talk preferred. Candidates must possess a current valid driver's license and be able to provide proof of current automobile insurance.

KFMB/Human Resources, 7677 Engineer Rd., San Diego, CA 92111 FAX: (858) 278-3741 EMAIL: jobs@kfmb.com , Job Line: (858) 495-8640

Submitted: 09/26 EOE Deadline: 10/26/07

Serrano, Maggie

From: craigslist.org [noreply@craigslist.org]
Sent: Tuesday, July 31, 2007 11:29 AM
To: Serrano, Maggie
Subject: Your craigslist posting "Digital Media - Account Executive"

Your Credit Card payment has been accepted.

Your payment confirmation number is: 2259378
Please print this page for your records.

Date: 2007-07-31

Receipt to:
Magdalena Serrano

Paid to:
Craigslist
Accounts Receivable
PO Box 225159
San Francisco, CA 94122-5159
Tel: 415-566-6394
Fax: 415-504-6394
billing@craigslist.org

Qty: 3 los angeles jobs postings -- Total: \$75.00

Digital Media - Account Executive (finance jobs, sales jobs, tv video radio jobs)
Posting ID: 386162264

Your ad, titled "Digital Media - Account Executive," has been posted in finance jobs, sales jobs, tv video radio jobs.

You can see it at <http://losangeles.craigslist.org/sfv/acc/386162264.html>. It will appear in the list of postings and in search results in about 15 minutes. If you have trouble finding it, please check our help page at <http://www.craigslist.org/about/help/where.html>

Please login into your account if you need to edit or delete your posting:
<https://accounts.craigslist.org/login>

If you did not post this ad please change your account password asap:
<https://accounts.craigslist.org/login/chgpwd>

For your protection please check our list of common scams:
<http://www.craigslist.org/about/scams.html>

Thanks for using craigslist!

4/17/2009

Serrano, Maggie

From: Serrano, Maggie
Sent: Thursday, September 06, 2007 3:48 PM
To: Castaneda, Mirna; Esparza, Lucy M
Subject: Job Postings

Hi,

Can you please let me know if these positions have been filled? If so by who.....(I'm updating the Job Postings)

Sales & Management: ACCOUNT EXECUTIVE, DIGITAL MEDIA ADVERTISING , KCBS2/KCAL9

* *Sales & Management:* ACCOUNT EXECUTIVE - NEW BUSINESS, KCBS2/KCAL9-TV

Administrative/Clerical: ASSISTANT, SALES- NEW BUSINESS, KCBS2/KCAL9

Administrative/Clerical: ASSISTANT, SALES, KCBS2/KCAL9

Thanks.

M

Maggie Serrano
Payroll/HR Manager



CBS 2/KCAL 9
CBS Studio Center
4200 Radford Avenue
Studio City, CA 91604
(818) 655-2024 Tel
(818) 655-2666 Fax

mserrano@cbs.com

4/14/2009

Newscast Producer**Department: KCBS/KCAL News**

CBS2, KCAL9 News has an opening for a Newscast Producer who will be responsible for all elements of the newscast to which assigned. This position manages and supervises reporters, writers and the personnel assigned to the newscast, as well as decides order of stories and amount of time allotted for each story.

The Producer will provide input and approval for scheduling of personnel assigned to the newscast. It is necessary for the qualified candidate to have expert news judgment, must be an avid consumer and researcher of all news from all sources, must have superior writing skills, must be able to delegate, must have management skills, must be multi-task oriented and well organized. Applicant must also possess extensive control room experience in producing newscasts, which incorporate live breaking news, as well as ability to produce major, extended, breaking news coverage.

At least two years news producing experience in a major TV market required.

If you are interested in this position and meet the above requirements, please mail cover letter and resume to:

Mr. Paul Button

4200 Radford Ave.

Studio City, CA 91603

Absolutely NO phone calls!

KCBS/KCAL is an Equal Opportunity Employer.

KCBS 2/KCAL 9

NOTICE OF JOB OPENING

POSITION: NEWSCAST PRODUCER

MANDATORY SKILLS/EXPERIENCE REQUIRED:

CBS2, KCAL9 News has an opening for a Newscast Producer who will be responsible for all elements of the newscast to which assigned. This position manages and supervises reporters, writers and the personnel assigned to the newscast, as well as decides order of stories and amount of time allotted for each story.

The Producer will provide input and approval for scheduling of personnel assigned to the newscast. It is necessary for the qualified candidate to have expert news judgment, must be an avid consumer and researcher of all news from all sources, must have superior writing skills, must be able to delegate, must have management skills, must be multi-task oriented and well organized. Applicant must also possess extensive control room experience in producing newscasts, which incorporate live breaking news, as well as ability to produce major, extended, breaking news coverage.

At least two years news producing experience in a major TV market required.

EDUCATIONAL REQUIREMENTS:

- COLLEGE DEGREE REQUIRED OR EQUIVALENT EXPERIENCE

REFERRAL INSTRUCTIONS:

SUBMIT COVER LETTER, RESUME, AND SALARY HISTORY SHOULD BE MAILED TO:

Mr. Paul Button
6121 Sunset Blvd.
Los Angeles, CA 90028

Absolutely NO phone calls!

"IT IS THE CONTINUING POLICY OF CBS/VIACOM TO AFFORD EQUAL OPPORTUNITY TO QUALIFIED INDIVIDUALS REGARDLESS OF THEIR RACE, COLOR, RELIGION, SEX, OR SEXUAL PREFERENCE, NATIONAL ORIGIN, AGE OR PHYSICAL OR MENTAL DISABILITY, VETERAN OR DISABLED VETERAN STATUS, AND TO CONFORM TO APPLICABLE LAWS AND REGULATIONS.

WE SOLICIT YOUR ASSISTANCE ON THESE OPENINGS AND FUTURE OPENINGS."

6/1/2005

Please do not link to printable views of stories. The full story can be accessed using the link below. Thank you.
http://cbs2.com/jobs/miscla_story_365182233.html

KCBS | cbs2.com

Newscast Producer

- Department: KCBS/KCAL News

Jun 1, 2005 5:01 pm US/Pacific

CBS2, KCAL9 News has an opening for a Newscast Producer who will be responsible for all elements of the newscast to which assigned. This position manages and supervises reporters, writers and the personnel assigned to the newscast, as well as decides order of stories and amount of time allotted for each story.

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At least two years news producing experience in a major TV market required.

If you are interested in this position and meet the above requirements, please mail cover letter and resume to:

Mr. Paul Button
6121 Sunset Blvd.
Los Angeles, CA 90028

Absolutely NO phone calls!

KCBS/KCAL is an Equal Opportunity Employer.

X
Producers

Serrano, Maggie

From: Serrano, Maggie
Sent: Thursday, September 06, 2007 4:14 PM
To: 'LaFern Watkins'
Subject: RE: Delete jobs after date

Hi LaFern,

Can you please delete the job I have highlighted in red and keep all others open? Thanks for checking!!

M

From: LaFern Watkins [mailto:LaFern@scba.com]
Sent: Thursday, September 06, 2007 3:16 PM
To: Serrano, Maggie
Subject: Delete jobs after date

Hi Maggie,
Below are the positions I have posted for KCBS2/KCAL9 which will be deleted after the deadline date unless otherwise specified.
Thank you!
LaFern

Finance & Accounting: MANAGER, ACCOUNTS PAYABLE, KCBS2/KCAL9 : Manage Accounts Payable Department in a fast paced, deadline driven, multi -task environment. Previous accounts payable supervisory experience. Previous experience working with P&L and Balance Sheet accounts. Working knowledge of GAAP. Ability to supervise and motivate the accounts payable staff. Challenged to work in a fast-paced, high volume, deadline-driven environment. Excellent analytical, organizational, communication and interpersonal skills. Highly motivated to learn new skills and ability to work well under pressure. Attention to detail, accuracy and excellent follow-through very important. Education: Bachelor's degree in accounting required. Minimum 3 years experience related to automated accounts payable systems and general accounting. Proficient in Excel, Word and Microsoft Outlook. Oracle experience preferred. No Calls Please! Submit Cover Letter, resume, and Salary History should be Faxed To: **ATTN: SUPERVISOR, KCBS2/KCAL9 -TV, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604 FAX: 818 655-2664 SUBMITTED:08/22 EOE DEADLINE:09/28/07**

Production: DESIGNER/3D ANIMATOR, KCBS2/KCAL9 : Create high-end 2D and 3D motion graphics for a variety of TV projects and assist in the supervision of animation staff. Sr. Designer/Animation Manager Functions Create high-end 2D & 3D motion graphics for a variety of television projects. Work with managers and producers to develop and execute projects servicing news, sports, promotion and sales. Train designers on animation software when necessary. Work with engineering and vendors on field-level maintenance of systems and software. Maintain archival database of graphics and animation projects and elements. Proven experience and animation samples at network level production quality. Hands-on facility with current design and animation technologies and software. Ability to manage multiple projects under extreme deadline pressure. Formal design training plus minimum 5 years TV animation experience. Team player and positive attitude a must. IATSE membership required. Expert with After Effects, Photoshop, Illustrator, Final Cut Pro and Cinema 4D (or equivalent 3D programs). Skilled in VizRT a Plus. No Calls Please! Submit resume, and DVD/Web-link To: **Opetersen@cbs.com ATTN: SUPERVISOR, KCBS2/KCAL9 -TV, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604 EMAIL: OPETERSEN@CBS.COM SUBMITTED:08/22 EOE DEADLINE:09/28/07**

4/14/2009

Administrative/Clerical: ASSISTANT, SALES, KCBS2/KCAL9 : Sales assistant to two account executives Assist account executives by preparing paperwork; coordinate all related details in connection with the selling of airtime Provide sales assistance to sales management as needed Act as a liaison between client and account executives Enter sales orders into the IBS system Supply client with spot times as needed Contact client for approval of makegood and pre-emptions as needed Assist account executives with clearing of billing discrepancies & preparing all needed paperwork Perform some secretarial duties. Mandatory Skills Attention to detail and accuracy very important Standard secretarial skills with emphasis on good and accurate typing Proficient in Microsoft Word, Excel & PowerPoint preferred Excellent organizational skills Ability to work well under pressure Ability to deal with people directly or via phone Strong people skills required. Educational Requirements College or equivalent in experience required. Absolutely NO phone calls! **ATTN: SUPERVISOR, KCBS2/KCAL9 -TV, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604 FAX: 818 655-2671 SUBMITTED:08/23 EOE DEADLINE:09/28/07**

Administrative/Clerical: ASSISTANT, SALES- NEW BUSINESS, KCBS2/KCAL9: Specific Functions Sales assistant to two account executives Assist account executives by preparing paperwork; coordinate all related details in connection with the selling of airtime Provide sales assistance to sales management as needed Act as a liaison between client and account executives Enter sales orders into the IBS system Assist in gathering credit information on new advertisers/agencies Processing all checks received to credit managers as related to cash in advance clients Supply client with spot times as needed Contact client for approval of makegood and pre-emptions as needed Assist account executives with clearing of billing discrepancies & preparing all needed paperwork Perform some secretarial duties Mandatory Skills Attention to detail and accuracy very important Standard secretarial skills with emphasis on good and accurate typing Proficient in Microsoft Word, Excel & PowerPoint preferred Excellent organizational skills Ability to work well under pressure Ability to deal with people directly or via phone Strong people skills required Educational Requirements College or equivalent in experience required. Absolutely NO phone calls! **ATTN: SUPERVISOR, KCBS2/KCAL9 -TV, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604 FAX: 818 655-2671 SUBMITTED:08/23 EOE DEADLINE:09/28/07**

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On Air: ON AIR TALENT, KCBS2/KCAL9 : MANDATORY SKILLS/EXPERIENCE REQUIRED: REPORT LIVE AND ON TAPE, SCRIPTED AND UNSCRIPTED, WITH CLARITY, ACCURACY AND CONFIDENCE. COLLABORATE EFFECTIVELY WITH A WIDE RANGE OF PERSONNEL TO CREATE COMPELLING CONTENT. MAINTAIN A STEADFAST COMMITMENT TO ACCURACY AND FAIRNESS. WRITE CLEARLY AND INTERESTINGLY AND USE VIDEO AND GRAPHICS TO ILLUSTRATE FACTS AND IDEAS IN THE STORY. STRONG LIVE SHOT SKILLS A MUST. GENERATE STORY IDEAS AND PARTICIPATE IN EDITORIAL MEETINGS. APPEAR AT PUBLIC AND STATION EVENTS, AS REQUIRED. THREE YEARS' EXPERIENCE ON AIR, PREFERABLY IN A TOP 20 MARKET. OTHER DUTIES AS ASSIGNED. EDUCATIONAL REQUIREMENTS: COLLEGE DEGREE REQUIRED OR

EQUIVALENT EXPERIENCE REFERRAL INSTRUCTIONS: SUBMIT COVER LETTER, RESUME, AND SALARY HISTORY SHOULD BE MAILED. Absolutely NO phone calls! ATTN: NANCY BAUER GONZALES, KCBS2/KCAL9 -TV, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604
SUBMITTED:08/23 EOE DEADLINE:09/28/07



Production: PRODUCER, NEWSCAST, KCBS2/KCAL9 : CBS2, KCAL9 News has an opening for a Newscast Producer who will be responsible for all elements of the newscast to which assigned. This position manages and supervises reporters, writers and the personnel assigned to the newscast, as well as decides order of stories and amount of time allotted for each story. The Producer will provide input and approval for scheduling of personnel assigned to the newscast. It is necessary for the qualified candidate to have expert news judgment, must be an avid consumer and researcher of all news from all sources, must have superior writing skills, must be able to delegate, must have management skills, must be multi-task oriented and well organized. Applicant must also possess extensive control room experience in producing newscasts, which incorporate live breaking news, as well as ability to produce major, extended, breaking news coverage. At least two years news producing experience in a major TV market required. If you are interested in this position and meet the above requirements, please mail cover letter and resume. Absolutely NO phone calls! ATTN: MR. PAUL BUTTON , KCBS2/KCAL9 -TV, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604 SUBMITTED:08/23 EOE DEADLINE:09/28/07

Production: PRODUCER, ONLINE NEWS, KCBS2/KCAL9 : Duties include writing and editing text taken from scripts and wires, cutting and posting streamed video, optimizing imagery, creating slideshows and adapting other TV material for the Web. Producer will also be responsible for working with third-party content from a variety of feeds and providers and integrating it into the site to fit our local audience. Managing user-generated content in all areas of the site is another daily responsibility. Ability to work with TV new staff to develop online components for on-air stories is a key part of the daily content workflow. Requirements: Bachelor's degree and minimum two-years online news experience preferable. Experience with online station networks such as Internet Broadcast Systems, World Now, and local news web sites is helpful. Applicants MUST be strong writers with a good portfolio of news writing and/or producing. Additional skills in the area of design and basic web production (HTML) are a plus but are not required. Physical demands: Must be able to sit at desk for long periods of time and operate keyboard. Please submit resume to ATTN: ERIK OGINSKI, MANAGING ONLINE PRODUCER, KCBS2/KCAL9 -TV, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604 EMAIL: EPOGINSKI@CBS.COM. SUBMITTED:08/23 EOE DEADLINE:09/28/07

Sales & Management: ACCOUNT EXECUTIVE, DIGITAL MEDIA ADVERTISING , KCBS2/KCAL9 : Sell local (Los Angeles) duopoly website, through advertising solutions, including custom-built presentations for a target customer. Manage relationships and grow revenue with new and existing customers. Create a strategic sales plan for specific customers and consistently develop new opportunities. Build and maintain strong knowledge of duopoly website products and technology. Research, position and brand cbs2/kcal9.com to buyers, planners, principles and direct clients. Cultivate new relationships at all levels of direct clients and online agencies. Track all regional or local revenue. Work closely with internal constituents in a team sales environment. Absolutely NO phone calls! ATTN: J. SHAW, KCBS2/KCAL9 -TV, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604 EMAIL:JSHAW@CBS.COM SUBMITTED:08/23 EOE DEADLINE:09/28/07

Sales & Management: ACCOUNT EXECUTIVE - NEW BUSINESS, KCBS2/KCAL9-TV: Develop accounts that are new to KCBS/KCAL television or duopoly website. Develop presentations through research-generated information. Represent station or stations, as well as website to clients in a professional manner. Produce sales equal to or exceeding established budgets. Continually prospect, develop and maintain new accounts. Develop new ways of cold calling or networking for leads. Must be a team player and able to handle multiple projects at once. Have a working knowledge of other industries. Have a proven track record of past selling skills.

Communicate daily with sales management on all activities. Keep current with all administrative duties. Able to keep up with fast-paced environment. Must possess a valid CA Drivers License. Mandatory Skills/Experience Required: Prior TV, radio, cable, print or online sales experience. Excellent written and verbal skills. Successful track record of prospecting and cold calling. Strong marketing, presentation and closing skills. Must be detail oriented. College degree preferred. Absolutely No Phone Calls. Submit Cover Letter and resume via Fax To: **ATTN: SUPERVISOR, CBS STUDIO CENTER, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604 FAX: 818 655-2671 SUBMITTED:08/22 EOE DEADLINE:09/28/07**

Production: DIRECTOR, TECHNICAL, KCBS2/KCAL9-TV: Experience as a technical director switching "live" news in a major market; audio mixer and robotic operator. Knowledge of switchers, dve's, stillstore devices and dnf-profiles necessary. Knowledge of the sony 8000a switcher, cambotics (robotic system) and studer audio board is a plus. The successful candidates must have excellent control room demeanor, leadership and communication skills. Qualified applicants must have the ability to handle pressure of breaking news. Individuals must be flexible with regards to working hours, work weekends or any shift in a 24 hour time period. Educational Requirements: College education preferred in telecommunications. Absolutely NO phone calls! Referral Instructions: Submit Cover Letter, resume, and Salary History Via Fax To: **ATTN: SUPERVISOR, CBS STUDIO CENTER, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604 FAX: (818) 655-2687 SUBMITTED:09/06 EOE DEADLINE:10/06/07**

We Moved! Our New Address:

LaFern Watkins

Director of Community Affairs

Southern California Broadcasters Association

1849 Sawtelle Blvd., #543, Los Angeles, CA 90025

Direct Line: 310.444.1431 Fax: 310.444.1463

<http://www.scba.com>

<http://www.awrfsocal.org>

-----Original Message-----

From: Serrano, Maggie [<mailto:mserrano@cbs.com>]

Sent: Thursday, September 06, 2007 9:53 AM

To: AAEDE; Aguilar, Alexandra; Banas, Stella; Bloom, Cynde L; Burt, Julia A; Cody, Francine; Damron, Ron; Ewing, Geri; LaPaix, Sonia; Larson, Carl; Markowski, Lois E; Marrero, Paul; Mitzel, Kathy; Ouellette, Ann R; Pringle, Randy; Remington, Lynn K; Schenkel, Donna J; Teichmann, Jill K; Teran, Pam E; Velez, Vonne D; Website Contact; WEHO; Williams, Keisha R (WUPA); Zimmerman, Robin L; Zirpola, Janet

Cc: lafern@scba.com

Subject: Job Post - Technical Director

Please post the attached position at your station. Thank you for your help.

M

Maggie Serrano

Payroll/HR Manager

4/14/2009



CBS 2/KCAL 9
CBS Studio Center
4200 Radford Avenue
Studio City, CA 91604
(818) 655-2024 Tel
(818) 655-2666 Fax

mserrano@cbs.com

Serrano, Maggie

From: Button, Paul K
Sent: Thursday, September 20, 2007 11:19 AM
To: Serrano, Maggie
Subject: Job Postings

Hi Maggie,

I have posted jobs in four places

- 1) shoptalk (tvspy.com) (paid)
- 2) TVNewsday.com (paid)
- 3) MediaBistro.com/tvnewser (paid)
- 4) Lost Remote.com (free)

The listings are below.

These would be for all our open producer jobs, as well as the kimberly mcwatt, andy epstein positions... Depending on the situations, these hires could be staff, or freelance...

#1

Newscast Producer

CBS2/KCAL 9 News in Los Angeles, the nation's pioneering duopoly is looking for Producers! Excellent writing skills needed. Must have proven booth experience, and be able to handle lots of resources, toys, and juggle breaking news LIVE! You need to be able to build a compelling newscast with high production value in a competitive, pressurized environment. Pluses: Major Market experience, Avid INEWS experience, Grass Valley Aurora Browse experience. KCBS/KCAL is an Equal Opportunity Employer.

Send DVD or tape, resume and references to

Paul Button
Assistant News Director
KCBS/KCAL TV
4200 Radford Ave.
Studio City, CA 91604

#2

CBS2/KCAL 9 News in Los Angeles, the nation's pioneering duopoly is looking for Field Producers! We're searching for people with proven skills as; Political Producers, Entertainment

4/17/2009

Producers, or Sweeps Producers. Excellent writing skills needed. Must have a tape that will knock our socks off! Pluses: Major Market experience, Avid INEWS experience, Grass Valley Aurora Browse experience. KCBS/KCAL is an Equal Opportunity Employer.

Send DVD or tape, resume and references to

Jason Ball

Senior Executive Producer

KCBS/KCAL TV
4200 Radford Ave.
Studio City, CA 91604

Serrano, Maggie

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4/14/2009

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Sales & Management: ACCOUNT EXECUTIVE, DIGITAL MEDIA ADVERTISING , KCBS2/KCAL9 : Sell local (Los Angeles) duopoly website, through advertising solutions, including custom-built presentations for a target customer. Manage relationships and grow revenue with new and existing customers. Create a strategic sales plan for specific customers and consistently develop new opportunities. Build and maintain strong knowledge of duopoly website products and technology. Research, position and brand cbs2/kcal9.com to buyers, planners, principles and direct clients. Cultivate new relationships at all levels of direct clients and online agencies. Track all regional or local revenue. Work closely with internal constituents in a team sales environment. Absolutely NO phone calls! **ATTN: J. SHAW, KCBS2/KCAL9 -TV, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604 EMAIL:JSHAW@CBS.COM SUBMITTED:08/23 EOE DEADLINE:09/28/07**



Sales & Management: ACCOUNT EXECUTIVE - NEW BUSINESS, KCBS2/KCAL9-TV: Develop accounts that are new to KCBS/KCAL television or duopoly website. Develop presentations through research-generated information. Represent station or stations, as well as website to clients in a professional manner. Produce sales equal to or exceeding established budgets. Continually prospect, develop and maintain new accounts. Develop new ways of cold calling or networking for leads. Must be a team player and able to handle multiple projects at once. Have a working knowledge of other industries. Have a proven track record of past selling skills.

Communicate daily with sales management on all activities. Keep current with all administrative duties. Able to keep up with fast-paced environment. Must possess a valid CA Drivers License. Mandatory Skills/Experience Required: Prior TV, radio, cable, print or online sales experience. Excellent written and verbal skills. Successful track record of prospecting and cold calling. Strong marketing, presentation and closing skills. Must be detail oriented. College degree preferred. Absolutely No Phone Calls. Submit Cover Letter and resume via Fax To: **ATTN: SUPERVISOR, CBS STUDIO CENTER, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604 FAX: 818 655-2671 SUBMITTED:08/22 EOE DEADLINE:09/28/07**

Production: DIRECTOR, TECHNICAL, KCBS2/KCAL9-TV: Experience as a technical director switching "live" news in a major market; audio mixer and robotic operator. Knowledge of switchers, dve's, stillstore devices and dnf-profiles necessary. Knowledge of the sony 8000a switcher, cambotics (robotic system) and studer audio board is a plus. The successful candidates must have excellent control room demeanor, leadership and communication skills. Qualified applicants must have the ability to handle pressure of breaking news. Individuals must be flexible with regards to working hours, work weekends or any shift in a 24 hour time period. Educational Requirements: College education preferred in telecommunications. Absolutely NO phone calls! Referral Instructions: Submit Cover Letter, resume, and Salary History Via Fax To: **ATTN: SUPERVISOR, CBS STUDIO CENTER, 4200 RADFORD AVENUE, STUDIO CITY, CA 91604 FAX: (818) 655-2687 SUBMITTED:09/06 EOE DEADLINE:10/06/07**

We Moved! Our New Address:

LaFern Watkins

Director of Community Affairs
Southern California Broadcasters Association
1849 Sawtelle Blvd., #543, Los Angeles, CA 90025
Direct Line: 310.444.1431 Fax: 310.444.1463
<http://www.scba.com>
<http://www.awrtsocal.org>

-----Original Message-----

From: Serrano, Maggie [mailto:mserrano@cbs.com]

Sent: Thursday, September 06, 2007 9:53 AM

To: AAEDE; Aguilar, Alexandra; Banas, Stella; Bloom, Cynde L; Burt, Julia A; Cody, Francine; Damron, Ron; Ewing, Geri; LaPaix, Sonia; Larson, Carl; Markowski, Lois E; Marrero, Paul; Mitzel, Kathy; Ouellette, Ann R; Pringle, Randy; Remington, Lynn K; Schenkel, Donna J; Teichmann, Jill K; Teran, Pam E; Velez, Vonne D; Website Contact; WEHO; Williams, Keisha R (WUPA); Zimmerman, Robin L; Zirpola, Janet

Cc: lafern@scba.com

Subject: Job Post - Technical Director

Please post the attached position at your station. Thank you for your help.

M

Maggie Serrano
Payroll/HR Manager



CBS 2/KCAL 9
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4200 Radford Avenue
Studio City, CA 91604
(818) 655-2024 Tel
(818) 655-2666 Fax

mserrano@cbs.com